Acquisition Partnering

Strategic Customer Teaming in a DLA Inventory Control Point Environment

Maximizing DCMC Value

■ How to exploit DCMC resources to:
- Decrease Risk
- Decrease Administrative & Production Lead Time
- Reduce burden on internal resources
- Broaden Industrial Base visibility
- Gain insight on impact of internal acquisition strategies

Challenge #1

■ Inconsistant Preaward Products

– Surveys reflect limited data

– Conclusions frequently not supported by narrative and data

– Subjective recommendations

– Surveys limit recommendations to a "Go" or "No Go"

Impact of Challenge #1

- Resources expended to participate and/or corroborate findings

- External sources employed to gather further data

- Lead times increase while additional analysis is performed.

Recommendation on Challenge #1

- ■ Develop Preaward model <u>with</u> customer to:
  - – Collect and collate *ALL* relevent data
  - – Assure recommendations are performance based and supported by data
  - – Define the objective criteria on which surveys are consistently based
  - – Provide recommendations which identify acquisition strategies impacting the procurement action

Challenge #2

■ Performance-based data is myopic and incomplete:

- DSCC is limited to internal data
- DCMC provides a subset of available data
- Service data is unknown
- Contractor data is frequently unreliable

Impact of Challenge #2

- Decisions are based on data subsets which fail to portray complete contractor profiles
- Risk is increased due to lack of information
- Production Lead Time (PLT) increases when incomplete data yields bad decisions
- Resource burden increases when internal oversight is employed to augment available data

Recommendation on Challenge #2

- Develop common database of performance-based information
- DCMC should leverage their position as multi-service information conduits
- Develop Shared Data Warehouse (SDW) and develop access methodologies based on latest technologies
- Develop, deploy and expand role of Alerts